

Message Text

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PAGE 01 LAGOS 03891 281943Z
ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 /019 W
-----015225 290022Z /70

R 281521Z MAR 78
FM AMEMBASSY LAGOS
TO SECSTATE WASHDC 7467

UNCLAS LAGOS 3891

E.O. 11652 : NA
TAGS : BPRO, NI
SUBJ : FOREIGN LICENSING OPPORTUNITY: SCOTT PAPER COMPANY: SANITARY
PAPWER PRODUCTS; OPPORTUNITH NO. 2-78-016

REF: STATE A-858

1. ONA-ARA BOOKSHOP(NIGERIA) LIMITED, 26 IGA IDUNGANRAN STREET,
P.O. BOX 946, LAGOS, IS INTERESTED IN LICENSING OPPORTUNITY FOR
SANITARY PAPER PRODUCTS.

2. THE COMPANY IS A PRIVATE LIMITED LIABILITY COMPANY OWNED AND
MANAGED BY NIGERIANS. THE CHAIRMAN/MANAGING DIRECTOR OF THE COMPANY
IS MR.A.A. ONANUGA. THE COMPANY HANDLES STATIONERY PRODUCTS. IT HAS A

PRINTING DEPARTMENT AND HAS ALREADY SET UP A SLITTING PAPER FACTORY AT

IKEJA INDUSTRIAL AREA ON THE OUTSKIRTS OF LAGOS.

3. FIRM WAS ESTABLISHED IN 1955, IT EMPLOYES OVER 100 PEOPLE. FIRM
MAINTAINS BRANCHES IN IJEBU ODEN OGUN STATE, IKEJA, LAGOS STATE AND
IBADAN, OYO STATE. THE FIRM IS ONE OF THE DISTRIBUTORS FOR NIGERIAN
PAPER MILL LTD, GOVERNMENT OWNED PAPER MILL IN NIGERIA. FIRM ALSO
IMPORTS FROM WEST GERMANY, NORWAY, SWITZERLAND, U.K. AND U.S.A. AND
SELLS IN NIGERIA. CLAIMED WORKING CAPITAL (1977
REPORT) WAS
N250,000.00 (N1.00 EQUALS DOLS1.59), WITH ANNUAL SALES TURNOVER OF
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N350,000.00. FINANCIAL INFORMATION WAS FAVORABLE AND THE FIRM WAS
RECOMMENDED AS A SUITABLE TRADE CONTACT.

4. MR. ONANUGA IS CONSIDERED AN ENERGETIC AND HONEST BUSINESSMAN.
HE HAS TRAVELLED ON BUSINESS TRIPS A NUMBER OF TIMES TO THE U.K., U.S.A.

AND OTHER EUROPEAN COUNTRIES. HE ENJOYS GOOD LOCAL REPUTATION.

EMBASSY CONSIDERS THE FIRM A PROSPECTIVE PARTNER.
EASUM

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Draft Date: 28 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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Format: TEL
From: LAGOS
Handling Restrictions: n/a
Image Path:
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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